

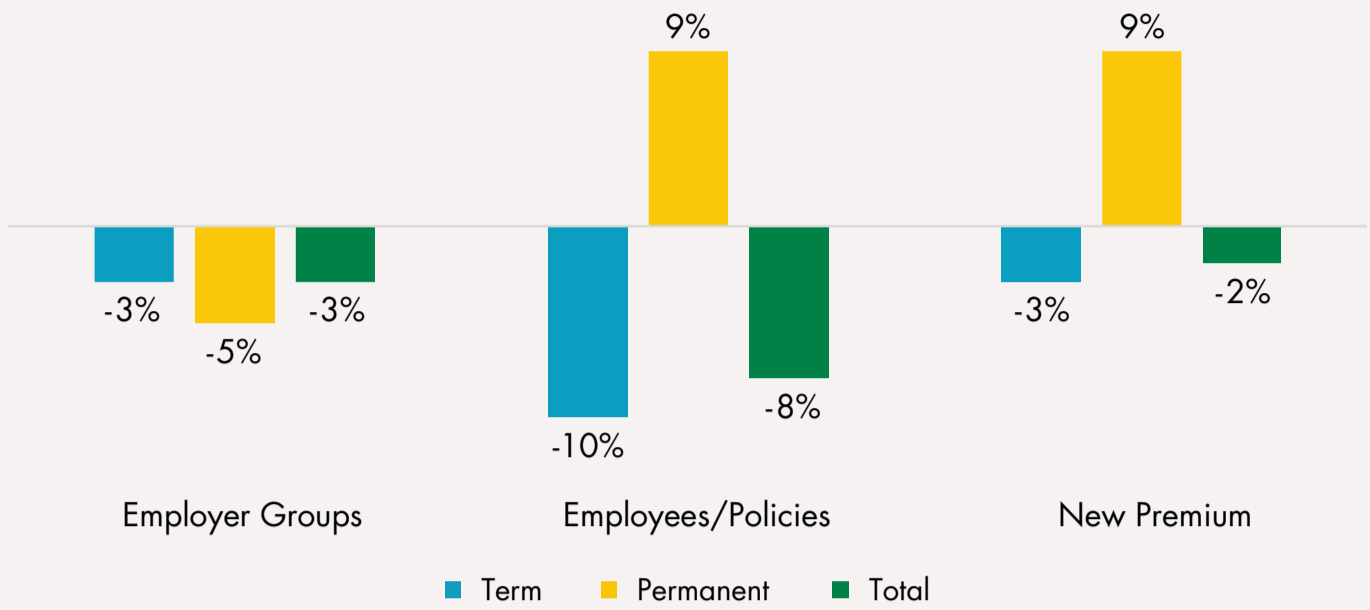
# Mixed Results in First Quarter 2024 Workplace Benefits Sales



## Life

Total workplace life insurance new premium reached nearly **\$2 billion**, down **2%** from prior year results.

### Workplace Life Insurance Sales

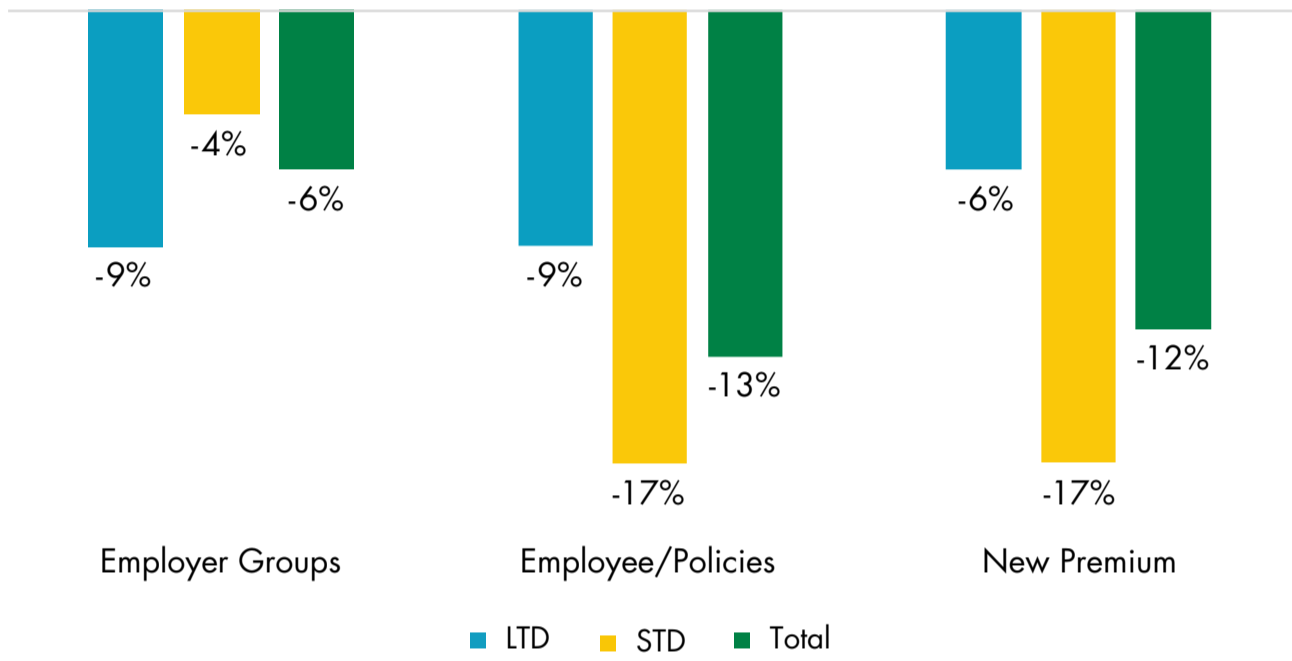


Permanent life insurance represents approximately 12% of the overall workplace insurance market.

## Disability

Carriers wrote **\$1.7 billion** in total new annualized premium sales in the first quarter, a year-over-year **decrease of 12%**.

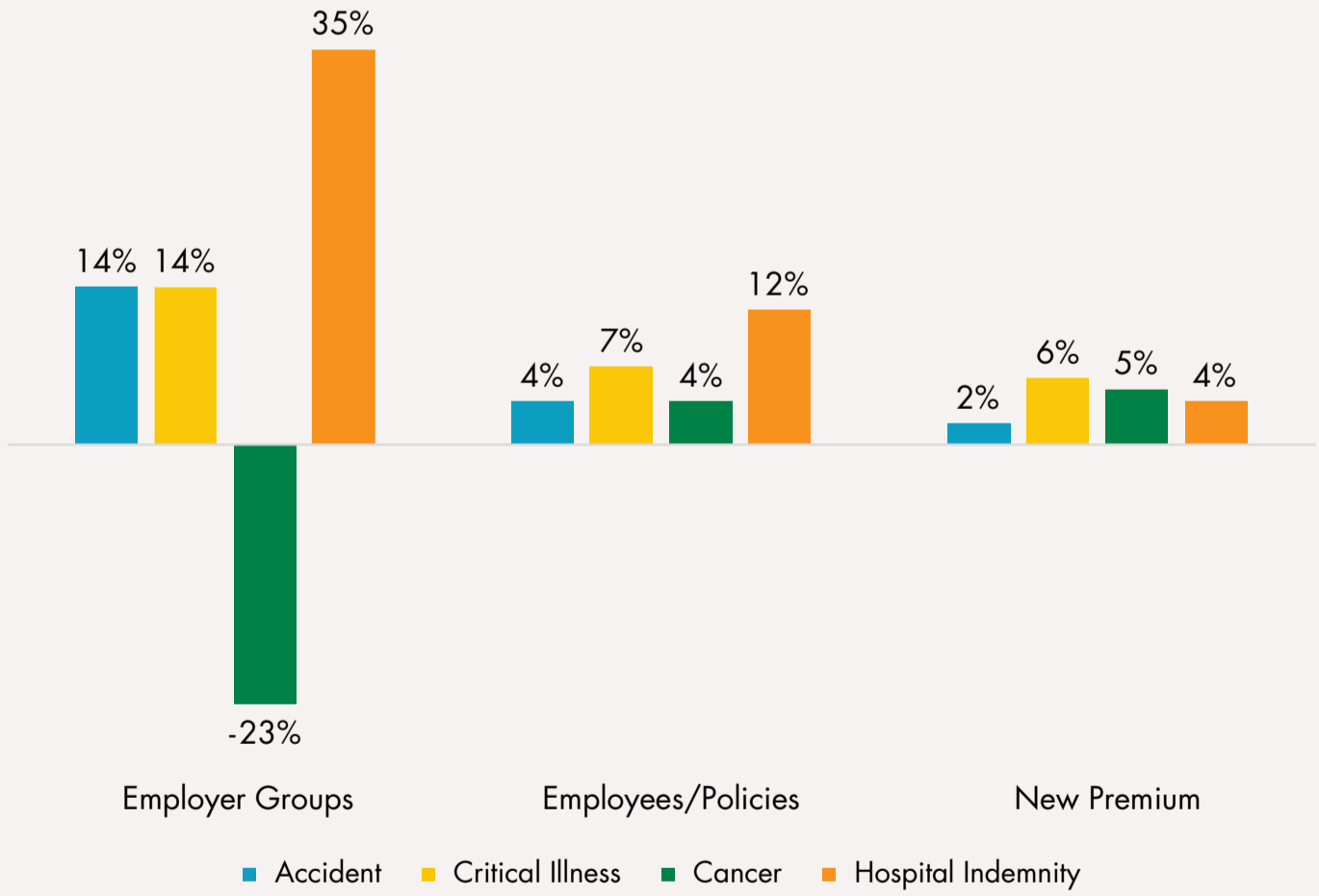
### Workplace Disability Insurance Sales



## Supplemental Health

U.S. workplace supplemental health product sales totaled over **\$1.3 billion** in new annualized premium, a **3% increase** year over year.

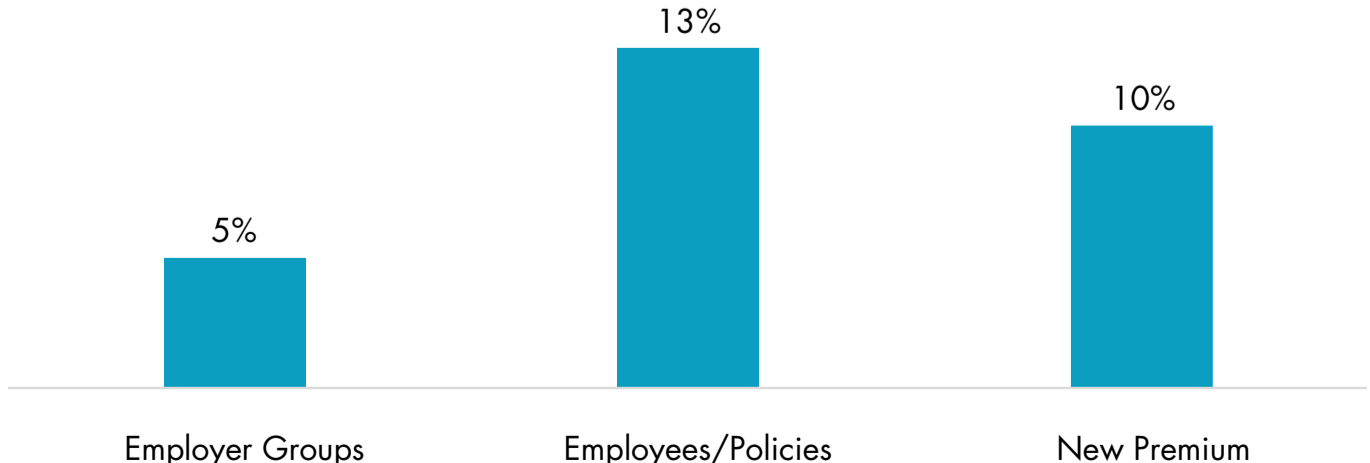
### Workplace Supplemental Health Insurance Sales



## Dental

Voluntary dental plans **increased 4%**, and accounted for **25%** in new sales.

### Workplace Dental Insurance Sales



Data excludes Delta Dental Association. Based on new subscribers.